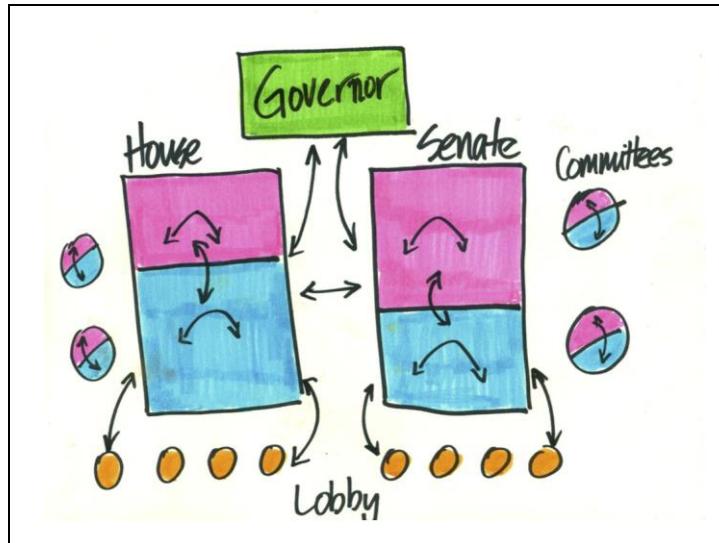
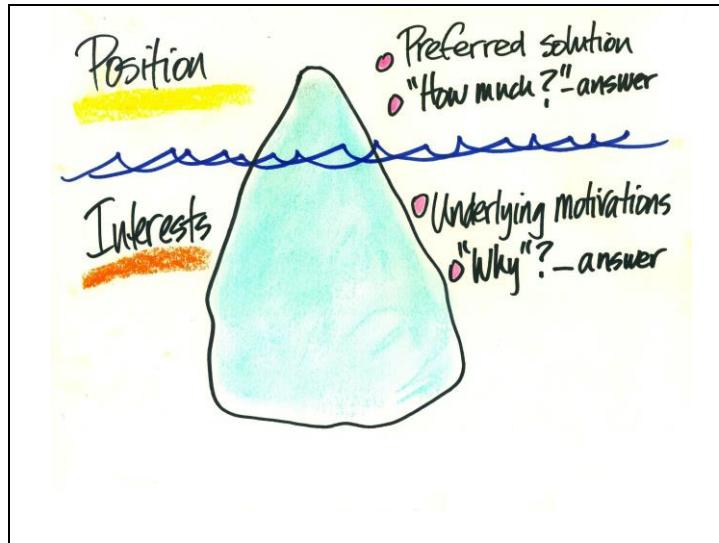


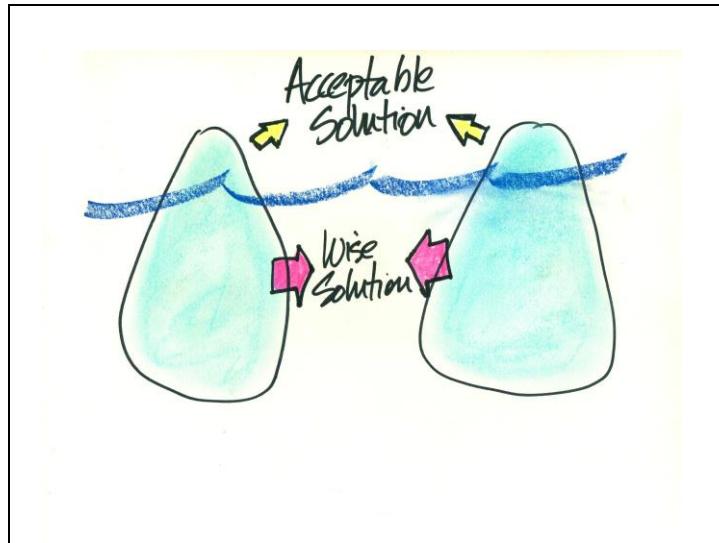


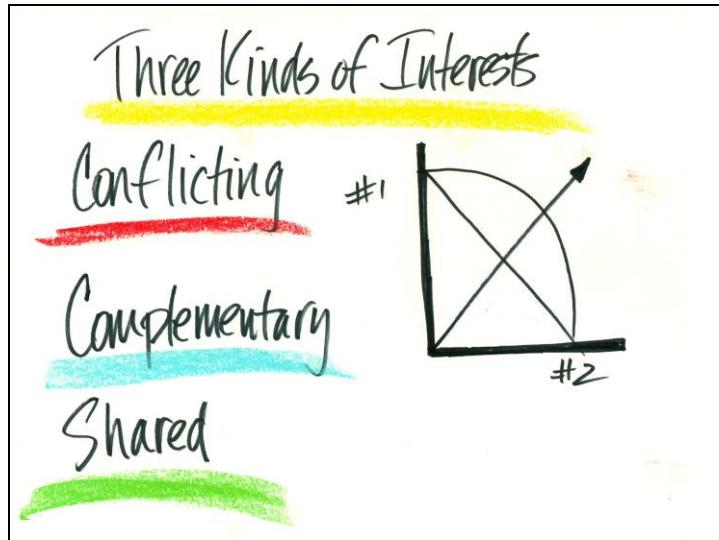
Slide 4

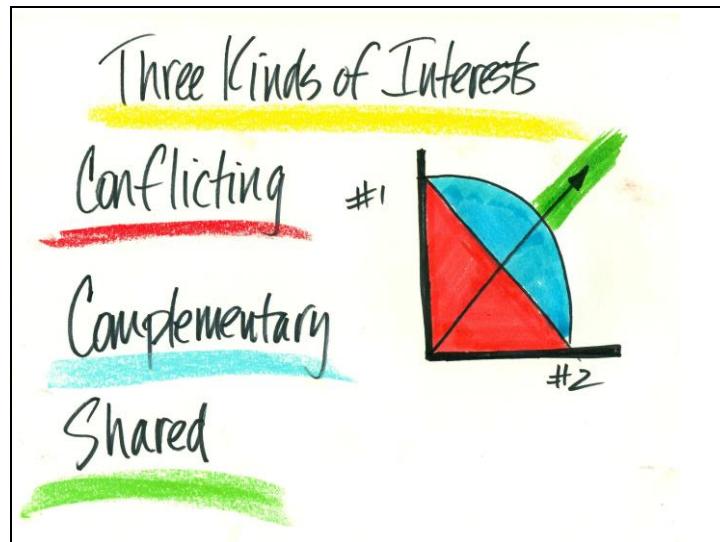


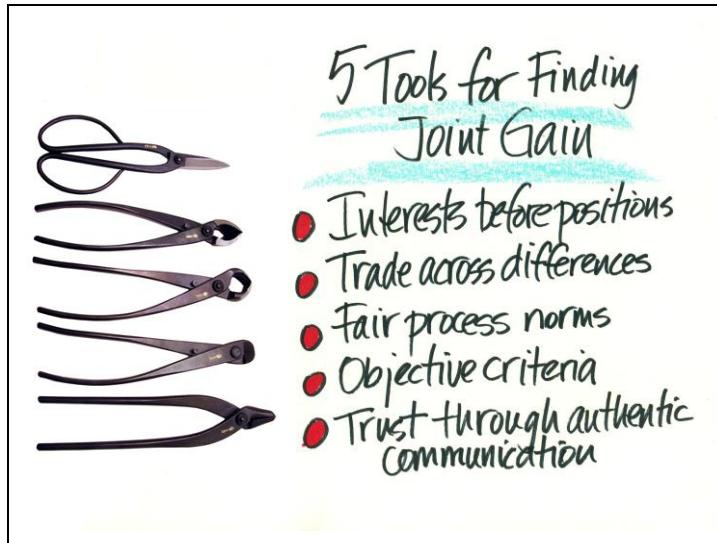


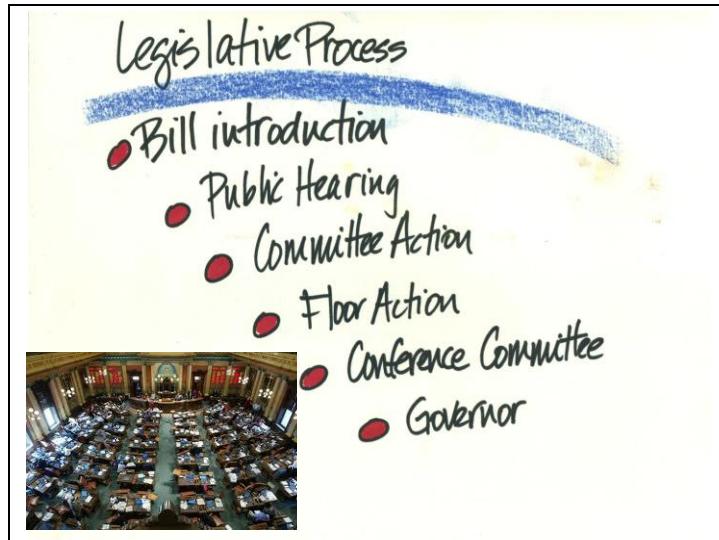




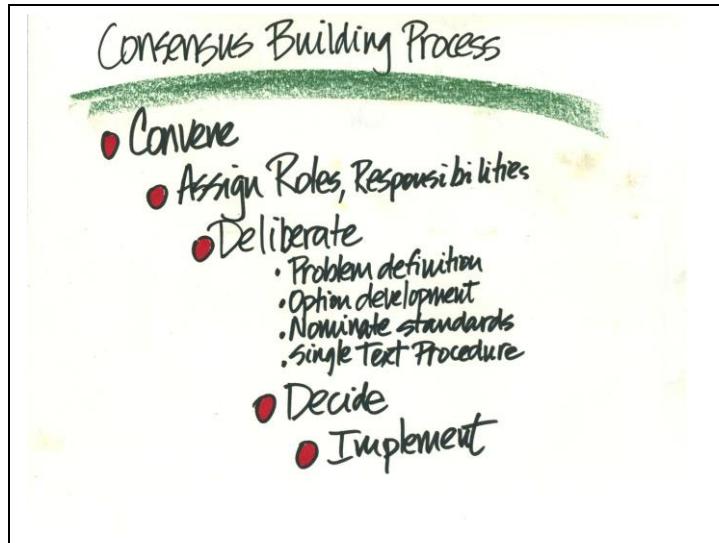












Process Comparison

Stakeholders at table Stakeholders by Proxy

Talk early

Talk late

Process manager

Authority figure

Agree on process

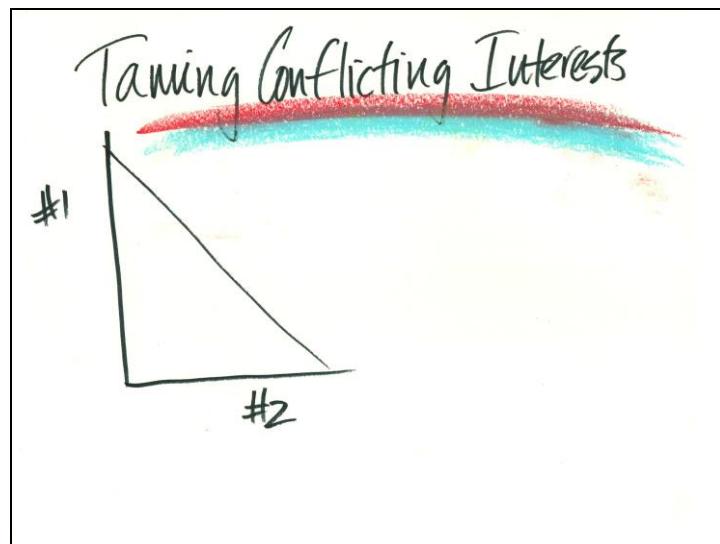
Ad hoc process

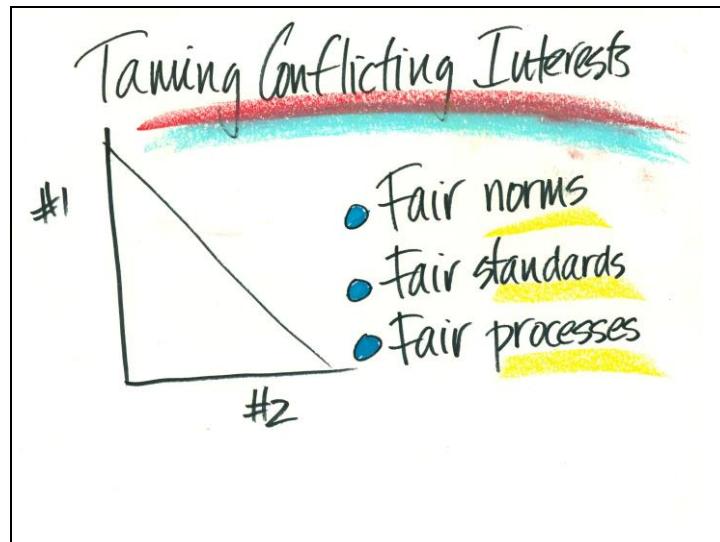
begin with problem

Begin with solution

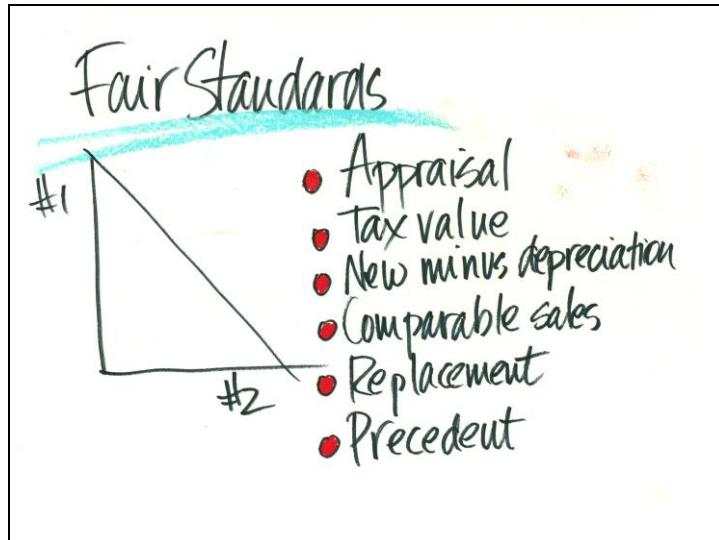
Process Comparison cont'd.

| | |
|-------------------------|---------------------|
| Survey interests | Survey positions |
| Invent multiple options | Narrow options |
| Evaluate options | Debate |
| Search for joint gain | Search for midpoint |
| Goal: consensus | Goal: majority |

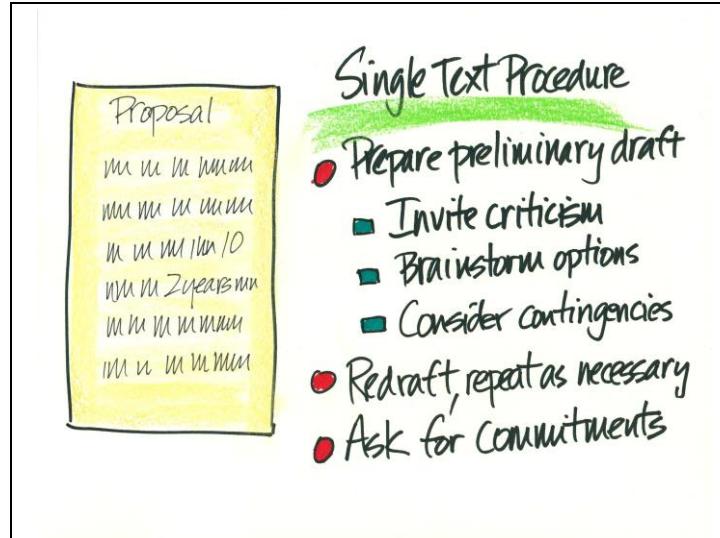


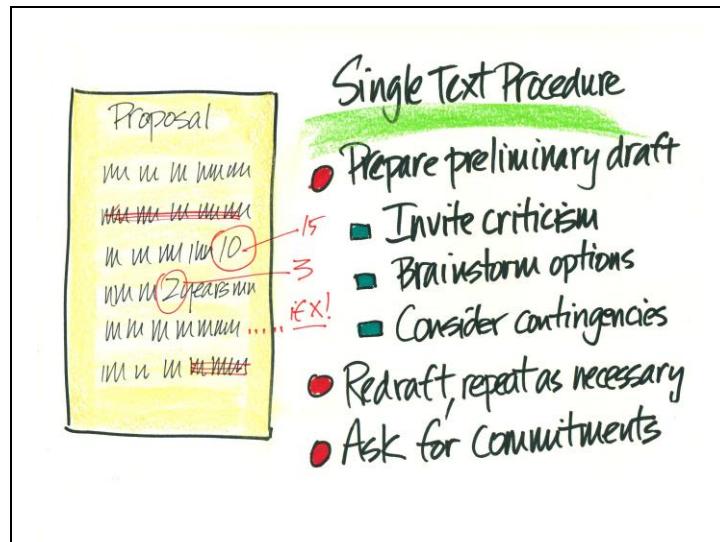


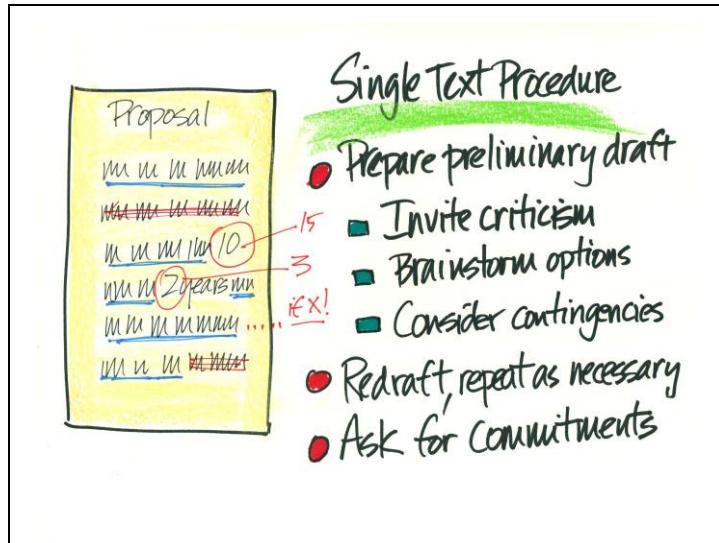


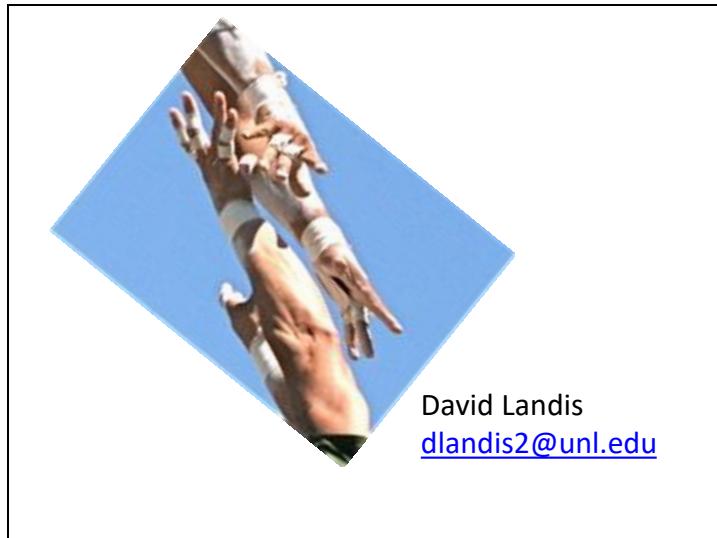












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